

Message Text

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ACTION ARA-20

INFO OCT-01 ISO-00 SSO-00 NSCE-00 INRE-00 USIE-00 SP-03

AID-20 EB-11 NSC-07 RSC-01 CIEP-02 TRSE-00 SS-20

STR-08 OMB-01 CEA-02 CIAE-00 COME-00 FRB-02 INR-10

NSAE-00 XMB-07 OPIC-12 LAB-06 SIL-01 PA-04 PRS-01

DRC-01 AGR-20 /160 W

----- 119714

O R 301955Z APR 74

FM AMEMBASSY BRIDGETOWN

TO AMEMBASSY MANAGUA IMMEDIATE

INFO SECSTATE WASHDC 7111

UNCLAS BRIDGETOWN 0771

E.O. 11652: N/A

TAGS: ETRD BB

SUBJ: EBERLE MISSION: NEWDELMAN'S MEETINGS WITH U.S. BUSINESS
REPRESENTATIVES

FOR NEWDELMAN

1. MITCHELL J. NEWDELMAN, LIAISON OFFICER WITH BUSINESS,
AGRICULTURE AND LABOR IN AMB EBERLE'S OFFICE, MET FOR ONE AND
ONE-HALF HOURS WITH LOCAL AMERICAN BUSINESSMEN, BANKERS OR REPS
OF U.S. FIRMS. NEWDELMAN'S INFORMED PRESENTATION RE TRA AND MTN
AND HIS EFFECTIVE RESPONSES TO QUESTIONS WERE EXTREMELY WELL
RECEIVED. PARTICIPANTS ALMOST UNANIMOUSLY CONSIDERED MEETING
USEFUL AND INFORMATIVE AND OBVIOUSLY WERE PLEASED WITH HIGH
LEVEL U.S. ATTENTION.

2. SUMMARY OF SIGNIFICANT QUESTIONS FOLLOWS: (CALVIN SIDES,
PLASTIC ENGINEERING, INC.)

A. IS U.S. CONSULTING WITH OTHER COUNTRIES WITHIN CARIFTA/
CARICOM AREA OTHER THAN BARBADOS?

A. REPS OF OTHER CARIBBEAN COUNTRIES AS WELL AS CARICOM SECRETARY
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WILLIAM DEMAS PARTICIPATING IN SESSIONS WITH AMB EBERLE

HOSTED BY GOB.

Q. IN VIEW OF LACK OF FOLLOW UP TO PAST USG TRADE MISSIONS TO LA AND THEIR FAILURE TO FEED BACK USEFUL INFORMATION, WHAT EFFORTS WILL BE MADE TO PROVIDE INFORMATION AND STATISTICS TO US BUSINESS OVERSEAS THAT MIGHT BE USEFUL IN FORECASTING AND PLANNING?

A. FIRST, IT WOULD BE INAPPROPRIATE FOR USG TO ADVISE BUSINESSMEN OVERSEAS ABOUT PRODUCTION DECISIONS SINCE THIS IS RIGHTFULLY THE PROVINCE OF HC GOVERNMENTS. SECONDLY, PURPOSE OF MY PARTICIPATION IN AMB EBERLE'S LA VISIT IS TO TAKE ADVANTAGE OF OPPORTUNITY TO EXPLAIN INFORMALLY TO US BUSINESS REPS BACKGROUND TO TRA AND MTN AND HOW THIS MAY AFFECT THEM. ILLEGAL FOR MEMBER OF EXECUTIVE TO LOBBY FOR PARTICULAR POLICY OR ATTEMPT TO BUILD CONSTITUENCY FOR ADMINISTRATION VIEWS ON WHATEVER ISSUE. CONSULTATIVE APPARATUS NECESSARILY RESTRICTED TO US, BUT HOPED THAT OVERSEAS BUSINESSMEN WILL MAKE THEIR VIEWS KNOWN THROUGH PARENT COMPANIES, ASSOCIATIONS OR INDUSTRY REPRESENTATIVES, SINCE EACH INDUSTRY WILL BE REPRESENTED ON ADVISORY COMMITTEES. NO DOUBT ONE BY-PRODUCT OF CONSULTATIVE EXERCISE WILL BE VALUABLE INFO WHICH COULD BE MADE AVAILABLE TO OVERSEAS BUSINESSMEN THROUGH THE AFOREMENTIONED CHANNELS.

Q. WHAT IS BEING DONE TO IMPROVE OPERATIONS OF OUR OWN CUSTOMS? FOR EXAMPLE, THERE IS WIDE VARIATION IN US CUSTOMS DUTIES DEPENDING UPON PORT OF ENTRY; CUSTOMS OFFICIALS AT ONE POE MAY DETERMINE THAT SPECIFIC ITEM NOT DUTIABLE, WHILE THOSE AT ANOTHER, INTERPRETING CATEGORIES DIFFERENTLY, MIGHT IMPOSE DUTY OF 50 PERCENT.

A. PROBLEM IS ONE WITH WHICH I AM FAMILIAR. MAKING OUR OWN CUSTOMS OPERATIONS MORE CONSISTENT AND EFFICIENT COULD WELL BE BY-PRODUCT OF CURRENT IMPETUS FOR TRADE REFORM, ESPECIALLY IF AFFECTED ENTERPRISES MAKE THEIR VIEWS KNOWN. THIS PROBLEM WOULD BE AVOIDED ENTIRELY, OF COURSE, IF COMPANIES EXPORTING TO US WOULD SEEK AND BE GRANTED GSP TREATMENT.

3. (EDWARD BAGOT, ELECTROSCAN, LTD.)

Q. WILL OFFSHORE INDUSTRIES CURRENTLY SUBJECT TO 807 ON TARIFF SCHEDULE BE PRECLUDED FROM ACCEPTANCE ON GSP?

A. NO REASON WHY PRODUCTS OF THESE COMPANIES SHOULD NOT BE PLACED ON GSP. COMPANIES SHOULD NOTE, HOWEVER, THAT IF ANY ITEM ACCEPTED FOR GSP TREATMENT, SUCH TREATMENT WILL BE GRANTED UNIVERSALLY TO ALL LDC'S. THEREFORE, COMPANIES NOW OPERATING UNCLASSIFIED

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UNDER 807 SHOULD EVALUATE THEIR OWN COMPETITIVE POSITION VIS A VIS OTHER COMPANIES IN OTHER COUNTRIES WHICH PRODUCE LIKE ITEMS BEFORE SEEKING GSP TREATMENT. INCIDENTALLY, AMONG IMPORT RELIEF/RETALIATORY MEASURES MENTIONED IN TRA IS PRESIDENTIAL AUTHORITY TO SUSPEND APPLICATION OF ITEMS ON 806 AND 807 OF TARIFF SCHEDULE. BUSINESSMEN SHOULD NOT WORRY UNDULY OVER THIS PROVISION SINCE THIS IS FAR DOWN LIST OF RECOURSES OPEN TO PRESIDENT AND IN PRACTICE NOT LIKELY TO BE INVOKED EXCEPT IN EXTREME CIRCUMSTANCES.

4. (CHARLES NELSON, MICROWAVE SEMICONDUCTOR CO. OF NEW JERSEY)

Q. WILL IT BE NECESSARY TO GRADE COUNTRIES ACCORDING TO LEVEL OF ECONOMIC DEVELOPMENT IN ORDER TO DETERMINE ELIGIBILITY FOR GSP TREATMENT?

A. BEYOND GENERAL CLASSIFICATION OF DC'S VS LDC'S THIS WILL NOT BE NECESSARY SINCE EACH LDC WILL BE ABLE TO TAKE ADVANTAGE OF GSP TREATMENT TO EXTENT IT IS ABLE. MORE DEVELOPED OF LDC'S WILL OBVIOUSLY HAVE ADVANTAGE BECAUSE OF THEIR RELATIVELY MORE DIVERSE PRODUCTION AND ABILITY TO EXPORT VARIETY OF ITEMS TO U.S. UNDER GSP. EACH COUNTRY THAT APPLIES, HOWEVER, WILL HAVE EXACTLY SAME DEGREE OF ACCESS TO US MARKET FOR EACH PARTICULAR ITEM OR PRODUCT ON GSP. IN ADDITION, MORE DEVELOPED LDC'S (E.G. MEXICO, BRAZIL, ARGENTINA) WILL BE ASKED TO MAKE CONCESSIONS TO EXTENT OF THEIR CAPABILITIES TO ALLOW GREATER ACCESS TO THEIR MARKETS FOR PRODUCTS FROM OTHER LDC'S.

5. (JOHN GIBSON, GENERAL CRUDE OIL, WHICH HAS OR IS ACQUIRING CONCESSIONS FOR EXPLORATION AND EXTRACTION OF OIL IN BARBADOS, ST. VINCENT AND GRENADA):

Q. UNDERSTAND US CONSIDERING POSSIBLE RESTRICTIONS ON EXPORTS TO OIL PRODUCING COUNTRIES. HOW WILL THIS AFFECT BARBADOS AND OTHER W.I. TERRITORIES? THROUGH OIL PRODUCTION IN EASTERN CARIBBEAN INSIGNIFICANT FROM GLOBAL STANDPOINT NEVERTHELESS REPRESENTS SIGNIFICANT RESOURCE FOR CARIBBEAN. GENERAL CRUDE, WHICH BUYS ALL EQUIPMENT IN US, ALREADY EXPERIENCING PURCHASING DIFFICULTIES OWING TO SHORTAGES.

A. SECRETARY KISSINGER'S REMARKS IN UNGA TEN DAYS AGO MADE IN CONTEXT OF OIL EXPORTING COUNTRIES RESTRICTING ACCESS AND LIMITING SUPPLIES TO CONSUMER COUNTRIES. HE INDICA
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: BUSINESSMEN, TRADE VISITS, MEETINGS, SUBSIDIARIES, MEETING PROCEEDINGS
Control Number: n/a
Copy: SINGLE
Draft Date: 30 APR 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974BRIDGE00771
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740103-0566
From: BRIDGETOWN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t1974044/aaaaacrn.tel
Line Count: 140
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION ARA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: shawdg
Review Comment: n/a
Review Content Flags:
Review Date: 06 SEP 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <06 SEP 2002 by BryanSD>; APPROVED <02 JAN 2003 by shawdg>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: EBERLE MISSION: NEWDELMAN'S MEETINGS WITH U.S. BUSINESS REPRESENTATIVES
TAGS: ETRD, BB, US, (EBERLE, WILLIAM), (NEWDELMAN, MITCHELL J)
To: MANAGUA
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005